

Procurement Works

A Newsletter from the Maryland Department of Health (MDH)
Office of Procurement and Support Services (OPASS)
November 2018

MBE Program 40th Anniversary

Did you realize that Maryland was the first state in the country to adopt a minority business enterprise (MBE) program to assure that minority-owned private contractors are able successfully to compete for government contract awards? Yes, 2018 marks the 40th anniversary of the enactment of House Bill No. 64, signed into law in 1978 by Governor Blair Lee III. Since then many subsequent changes in the law strengthened the use and availability of government contracting to support the creation and expansion of business opportunities for populations that suffered historic barriers to equal rights in the marketplace, with benefits now extended also to women, veterans and a range of ethnicities. Moving forward, MDH is now developing processes for Historically Black Colleges and Universities (HBCUs) to enjoy fair and equal participation in the award of Inter-Agency Agreements (IAs). If you are contemplating service delivery by IA, you are now required to take first recourse to HBCUs as a potential provider. That means you should contact Bowie State University, Coppin State University, Morgan State University and the University of Maryland Eastern Shore for IA service delivery.

Training Announcement

OPASS offers a variety of procurement training programs which are advertised by e-mail to the OPASS Announcement Group as well as the video monitors at MDH HQ. For registration assistance, contact: Naisadh "Nick" Desai at Naishadh.desai@maryland.gov.



Upcoming Training

11/05/2018	1PM – 4PM Room L-3 MDH HQ	Small Procurement 103 by OIG
11/08/2018	1PM - 4PM Room L-1 MDH HQ	MBE-VSBE-SBR Training by Janelle Robinson
11/29/2018	1PM - 4PM Room L-1 MDH HQ	Writing Specifications Part 1
12/06/2018	1PM - 4PM Room L-1 MDH HQ	Writing Specifications Part 2

For more details about our upcoming training, visit our OPASS website.



4th Annual DGS/MDOT/USM Outreach

On October 9, 2018, Dennis Schrader, Medicaid Director, and Herb Jordan, Director of the MDH Office of Enterprise Technology (OET), along with other MDH representatives, including Zena Morris, John Bohns, Craig Smalls and Dana Dembrow, joined a crowd of hundreds that gathered at Turf Valley Country Club for an all-day outreach conference to promote State contracting for small businesses, minority and women owned businesses, and veteran owned businesses. In one of the conference breakout sessions, OET made public the numerous upcoming IT contract opportunities that will be forthcoming over the next several years to implement the Maryland Modular Replacement (MMR) Project, valued in the hundreds of millions of



dollars. MDH is promoting widespread use of small and minority-owned businesses as subcontracting opportunities are identified. Whatever procurements may occupy your attention, please be certain to consider Small Business Reserve (SBR) as well as MBE and VSBE inclusionary goals.

Centralization of State Procurement Proceeds

In accordance with the passage of House Bill 1021 in the 2017 Session of the Maryland General Assembly, a plan to implement the reorganization of State procurement was released on October 1, 2018 for review by the Governor and Board of Public Works (BPW). We have now entered the one year transition period for that plan to be implemented, establishing for the first time in MD a Central Procurement Office (CPO) like the ones that exist in most every other state. The new CPO will fall within the Department of General Services (DGS). Among the significant changes now underway, the current procurement classification system and its convoluted 33 job titles will be collapsed into 9 categories: 4 grades of agency procurement officers + 4 grades of control procurement officers + a procurement officer trainee position for first year entry level procurement personnel. At the heart of the effort to improve professionalism, the Maryland Procurement Academy will be created to provide training specific to Maryland and certify those who complete programs of instruction as a MD Contracting Associate, MD Contracting Officer, and MD Contracting Master. Another important component of the reforms now underway is the identification of a vendor to provide a new upgraded eMaryland Marketplace (eMM), to be named eMaryland Marketplace Advantage (eMMA). The target date for implementation of eMMA is July 1, 2019 and it is hoped that through the ongoing procurement, Maryland will soon become recognized as a national leader in government e-commerce. Also on October 1, 2018, the Office of the Attorney General (OAG) released its report recommending steps to reorganize OAG to provide legal representation to all procurement units before the Maryland State Board of Contract Appeals (MSBCA). The exact parameters of new delegated procurement authority at MDH have not yet been defined, but procurement professionals throughout the State will want to follow this transformation of State procurement which is anticipated to be included in the FY-'20 budget with implementation completed by October 1, 2019.